November 13, 1995

TO: Colleen Coyle

RE: RETAIL ACCRUAL PROGRAM

Questions/Suggestions from Meetings in Phoenix and Philly

1) Need to identify partners promotions on shippers for direct accounts.
2) Need to work close with New York: issues on sub-jobbers.
3) Can we ship just gratis product for BSGSF promotions?
4) Retail Accrual Statement: need to change print designation from four digit to five for subscriber report.
   - Access the accrual statement from?
     1) subscriber report, or 2) load in Business Information?
   - S/R needs to access via lap top!
   - Account statements, two reports *1) Details 2) Summary

   *1) Do we need quarterly breaks?

5) Need DPC function via AIM to determine retail placements.
   * Not a good method due to Plan B accounts!

Bill Roth

WJR:lc

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Source: https://www.industrydocuments.ucsf.edu/docs/fthn0000